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**Summary of Activities
by the AGILITOS
March 2000- December 2003**

**G-CAP
Apoyo a la Generación
de Ingresos Locales
(AGIL)**

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Summary of Activities by the AGILITOS

In January 2003, AGIL conducted a review of all 15 of the major grantees (AGILITOS) leading up to close out of grants and also a possible extension. Those grants whose initial purpose had been met (FAFIDESS, COOSANJER, ACT, and PETENLAC) were not considered for a grant extension. Letters were sent to the rest requesting extension proposals and two were rejected as having proposals that did not meet guidelines (IIDEMAYA and ADISA). Field and/or office visits were made to the following organizations: ACODIHUE, ASOCUCH, CESIDE, CIF, VERALAC, IEPADES, MUDE, CENTRO MAYA and FUNDEMI in January and February. Proposals were received by the AGILITOS and meetings were held with members of each organization to discuss their proposal, indicators, and suggest changes that needed to be made. All extensions were approved by February 18. The extensions provided the AGILITOS an opportunity to consolidate activities underway and, in some cases, expand, in a limited fashion, ongoing activities. Those grants that did not receive an extension were “closed out” during in early 2003.

The following is a brief summary of all grants, more detail can be gotten from previous annual or quarterly reports:

1. ASOCIACIÓN DE COOPERACIÓN AL DESARROLLO INTEGRAL DE HUEHUETENANGO “ACODIHUE”

During the life of the grants, ACODIHUE received \$126,253 and provided direct technical assistance to 1,860 producers and formed 92 organizations with a membership of 2,235.

With the initial two grants, ACODIHUE created the Unidad Especializada en la Prestación de Servicios de Asistencia Técnica “UEPSAT” working in Barillas and Ixcán. Under the extension, they consolidated efforts in Barillas. An extensive review of the entire ACODIHUE organization was carried out in early 2003. The effort was focused primarily on the financial structure but also included administrative and technical aspects. These efforts were done in close coordination with the European Community, which has trust funds invested with them. The findings were that unless ACODIHUE got major financial assistance from the EU, the organization would not be sustainable due to poor financial management and administration in the past. If EU continues to support them, they will also need a full time technical assistance for at least six months. AGIL gave a presentation on the findings to the Manager and Board of Directors of ACODIHUE. These findings were also given to the technicians and executives of the EU to assist them in their decision to provide aid to ACODIHUE. As of year’s end, the outcome of ACODIHUE depended heavily on the EU, and no decision had been made.

ACODIHUE is an example of a weakness in using grants to support only a part of the overall organization and not taking the entire business into account. The AGIL supported Barillas/Ixcán offices have had some success providing technical assistance and introducing new crops (añil and canavalia beans), but during 2003 turned into credit agents to help recover the bad loans made at the home office level. For a grant program to be successful, an analysis of the entire business structure should be done before disbursing grants for a portion of the business. (This basic flaw in the grant system – the assumption that the central organizations were strong, has haunted us with other grantees).



2. ACT

ACT received two separate and distinct grants: one to expand operations and the other for an intranet system to connect agencies to the central office. They received a total of \$82,457 for both grants, opened three new agencies, consolidated two exiting agency and disbursed 4,726 new loans of which 47% were to women. The credit operations are self-sufficient. The network system has also been very effective in reducing the: time to update the loan portfolio; communications between management and field staff; and the days needed for credit transaction all of which resulted in lowering transaction costs to the end user.

The original grant was to allow ACT to expand into three new areas: San Martín Jilotepeque, Santa Cruz del Quiché, and Chisec. They also consolidated their offices in Salamá and San Pedro Carcha. ACT uses community banks and solidarity groups to reach their clients, but they also provide technical assistance and marketing of producer crops with an emphasis on vegetables. The grant was very successful, the offices are all self-sufficient and have continued to expand a year after the initial grant was completed.

3. ADISA

ADISA received a grant of \$49,990 with which they organized and supported 6 groups with a membership of over 150 in the commercialization of their products.

ADISA is a community-based organization in San Antonio Ilotenango, Quiché founded in the late 1980's. They used this grant to consolidate and reinforce their strategy for reaching nearby *aldeas* though organization, technical assistance and commercialization of produce (snow peas, broccoli, asparagus, and blackberries.) They also began a system for manufacturing organic fertilizer. This was considered a successful project, and even though they lost some of the sustainability by not being able to retain all the technicians after project end, the organized groups continue to function and ADISA continues to provide limited technical assistance.

4. ASOCIACIÓN DE ORGANIZACIONES DE LOS CUCHUMATANES “ASOCUCH”



During the life of the grants, ASOCUCH received \$70,930, formed and provided technical assistance to 9 farmer organizations with a membership of 234 –of which 20% were women.

The initial proposal was to open a technical service office in San Mateo Ixtatán; however, at the close of the first grant, ASOCUCH decided to shut down the office awaiting an extension and when an extension was granted they had to start up the office again. This office is

in a very difficult place to work and the extension agents did an admirable job given the circumstances. However, the areas that seem to have the most potential are seed potatoes, sheep production and locally produced vegetables – all are long-term projects that can't be supported by ASOCUCH or pay a fee for services. Under the AGIL grant, the groundwork has been laid and inroads made into areas where no one has provided technical assistance; however, additional funding needs to be found in order for the project to continue. We provided limited legal and logistical assistance in order for the Cooperative Xequel obtained legal charter. Once again, the day that AGIL funds stopped, ASOCUCH management shut down the office in San Mateo – a sure sign that upper management only viewed AGIL as a project, not as something that could assist the entire ASOCUCH expansion efforts. In a rapid strategic planning session done with ASOCUCH members, it was apparent that the cooperative members did not really see the need for the central organization, again a sign that upper management has lived a project mentality – awaiting more donor funds and has no plan for any long range sustainability other than to find more funds.

5. ASOCIACIÓN CENTRO MAYA “ACM”

During the life of the grants, ACM received \$78,800, provided technical assistance to 300 producers, who planted 969 manzanas of sesame and 279 of peanuts. 193 of the producers were members in a legally constituted organization formed by ACM.

Centro Maya, although recently showing improvement, have also had a “project” mentality, instead of concentrating in a specific area, they tend to branch into other areas outside their expertise, because of a project specific funding. The office in Las Cruces has been somewhat successful, although they still need assistance in marketing of their crops. We aided them with a strategic plan and the development of marketing and credit plans, but again because they are trying to do too much for too many, much of their work has little focus.

6. CENTRAL DE SERVICIOS INTEGRALES PARA EL DESARROLLO “CESIDE”

During the life of the grants, CESIDE received \$64,031 and established 27 community banks with over 678 persons receiving credit from these banks.

The CESIDE office in Santa Cruz Barillas has been running a successful community banking project. AGIL assisted in their financial and administration system at headquarters as well as Barillas office. CESIDE is one of the better micro financial institutions under the program and most took advantage of the AGIL grant and technical assistance. The Barillas office has a delinquency rate that is practically non-existent and their banking operation is self-sufficient.

7. CENTRO DE INTEGRACIÓN FAMILIAR “CIF”



During the life of the grant, CIF received \$74,555 with which they organized 18 agricultural production committees consisting of 953 producers marketing 16 different commodities.

CIF has received technical as well as financial assistance. In 2003, Carlos Herrera, an AGIL consultant, carried out an evaluation of their micro credit system and made appropriate recommendations and gave them hands-on training to correct mistakes.



During this period through a partnership, AGIL helped one of their groups in Chichupac install a mini irrigation system, and a women's group install a small coffee roaster and have begun the construction of a laying hen house. We have also worked successfully with CIF staff in demonstration trials and commercial plots for jicama, cashew, and passion fruit.

8. COOSANJER

The COOSANJER cooperative in San Jerónimo, Baja Verapaz received \$49,921 to open (remodeling, purchase offices equipment and supplies, and pay credit advisors)

an agency in the nearby town of Cubulco. At the end of the grant, they had 281 clients who received loans and 952 new savings accounts. They loaned a total of Q1,938,000 and had over Q1,600,000 in savings deposits.

This was one of the more successful grants due in part to the very stable main office and the financial and administrative practices of FENACOAC. With practically no outside assistance from the project they established a rural financial institution in a town where none existed and have continued to expand throughout the area as the AGIL project ends.

9. FAFIDESS

This organization received \$37,000 to develop a software system compatible with Pocket PC so that credit agents could reduce transaction time between loan requests and disbursements and to be able to exercise more control over loan portfolio. They purchased the palm pilots, but encountered numerous problems in the connectivity between the palm pilots and the main software system they were using. At grant's end the system was beginning to function. FAFIDESS invested more time and money of their own after the grant end and they now have a workable system called "Maya Credit" that not only do they use, but also offer for sell to others.

10. FUNDACIÓN PARA EL DESARROLLO Y EDUCACIÓN DE LA MUJER INDÍGENA "FUNDEMI/TALITA KUMI"

Talita Kumi received \$76,548 with which they expanded into new areas providing technical services to 3848 producers and 175 groups. 1964 women received technical assistance.

As part of the overall AGILITOS diagnostic effort on technical service providers, a preliminary effort was carried out with Talita Kumi. Based on the results of the diagnostic and weaknesses uncovered, a strategic planning session was held with all technical staff and a plan prepared. From this session, it was noted that the credit and technical assistance offices did not always work hand in hand, so an additional session was given to assist Talita Kumi in the consolidation of the two offices. Talita Kumi has benefited most from the AGIL assistance, due in a large to the direction of Otoniel Gamboa and his willingness to change. This is an association that should be given continued support, but beginning at the top level – encompassing the entire organization and not just picking out parts that seem to benefit the donors wishes.

11. INSTITUTO DE ENSEÑANZA PARA EL DESARROLLO SOSTENIBLE "IEPADES"

IEPADES received \$74,778 to open a technical service office in Chisec. They formed 19 producer groups and attended over 950 producers.

We have been assisting the entire IEPADES organization, not just the Chisec office during this period. We helped them develop a strategic plan and have helped with their financial situation. They seem to be suffering from an identity crisis, on one hand they do socially conscious projects paid for by donor agencies, but feel the need to either turn some activities into profit makers or begin new profit making activities. Strategic and financial plans are in place but not being used as they should be. They have no policies for loan recovery; there is a rift between administration and the operational departments, both of which cause problems in the loan department resulting in high delinquency. After receiving direct technical assistance from AGIL, the IEPADES office in Poctún has changed their loan and credit structure and became a more flexible office. Given the political leanings of IEPADES, it has been somewhat difficult for them to separate technical business aspects with social political ones – until they do, they will not be a viable, self-supporting enterprise.

12. IIDEMAYA (PAF-MAYA)

PAF MAYA, a rural financial institution serving the Mayan communities, received \$50,000 to open an office in Chisec. They disbursed 108 credits for a total of Q1,139,000 about half of the projected amounts.

This was probably one of the least successful of the grants and the office in Chisec was closed. Upon closer analysis, it was determined that PAF MAYA was trying to do too much without really having an idea of how to run a financial institution. On top of this, they picked Chisec, which was an extremely difficult area to begin their expansion efforts. However, since the grant has ended, PAF MAYA staff and management have continued to receive training courses, limited technical assistance from AGIL. They also received one of the licenses for the SIM software program. As of AGIL project end, the PAF MAYA organization based in Carchá is doing well. They have revamped their credit system and having learned from their mistakes in Chisec, are taking more cautious, yet better-prepared approach of expanding their efforts. As an organization they are on the way to becoming successful and are attending the needs of their Mayan constituents. They also recently formed a Maya technical college.

13. ASOCIACIÓN DE MUJERES EN DESARROLLO “MUDE”

MUDE received \$59,341 in grant funds to open an office in San Martín Jilotepeque. At project end, they had 1287 credits with a delinquency rate of 12%.

One of the more successful MUDE offices is the one opened in San Martín Jilotepeque with the AGIL grant. They continue to serve the community and have had no setbacks. The AGIL Micro Finance team offers them specific assistance when needed. As part of their sustainability program, we assisted them by designing a spreadsheet-business/financial plan that can be easily used to allow them to make correct managerial decisions.



14. VERALAC

The VERALAC cooperative received \$50,000 to provide technical assistance to the PETENLAC dairy cooperative.

This was a very difficult grant to administer from the standpoint of VERALAC, in grand part due to the poor organization, lack of leadership, and unsupportive membership of PETENLAC (members were unwilling to deliver milk to the cooperative unless they paid a higher than market price). At the outset, the cooperative was assured that they would have running water and electricity at the main plant, neither of which happened. PETENLAC had an unfounded distrust of VERALAC and were remiss in following direction in all aspects of cheese manufacturing and sales. All that being said, under difficult circumstances after years of existence, the cooperative did manage to produce good quality cheese and begin marketing throughout Peten, something they had only dreamed about before. At project end, they were receiving assistance from Land O'Lakes and continue to make and market their local cheeses.

15. BANRURAL

At USAID request, BANRUARL was granted \$216,787 to establish digital identification and security system. They installed systems in 11 agencies in the Zonapaz, and 6 agencies where Palm Pilot is being used for credit analysis. BANRURAL has continued to install the digital identification in agencies with the goal being to have the system in all agencies. They are at the forefront of this type of technology in Guatemala and have helped them provide better and faster service to their clients.

Small Enterprise Groups:

1. ACOFOP - forest concession group in Petén

ACOFOP is a forest concession association in Petén, experiencing difficulties in getting a loan from BANRURAL for working capital investments. AGIL was asked by USAID to provide financial support, even though they were receiving assistance from Chemonics. Their problems were more serious than just needing a lobbying effort with BANRURAL. AGIL spent time going over their financial statements and ledgers and the financial situation of each concessionaires and made recommendations to BANRURAL and other banking institutions. Their main problems stemmed from a misuse of letters of credit offered by buyers, lack of organizational capacity, preparation and planning prior to harvest. In the rapid assessment carried out by AGIL, which was a marginally profitable operation, should have been a hugely profitable operation within two or three years. After AGIL initial report, we were not asked to continue our assistance and the organization continues to suffer from lack of proper or misguided management.

2. ADIAC (Asociación Integral del Agricultor Cholatense) – a packing shed in Cholá, Uspantán

In 2000, AGIL began working with a group of French bean producers from Cholá, Uspantán, not to produce French beans, but rather snow peas and sugar snap peas. This product shift was the idea of an exporter who was trying to fill a demand for European markets. Unfortunately, the growers had never produced these crops and the exporter was unaware of climatic condition in the Cholá area, and the project was not very successful. The growers went back to producing French beans to sell on the local market thru intermediaries. It occurred to AGIL technicians in late 2002, that we could piggyback Cholá beans on the successful LeStansa exports. A group of producers from LeStansa went to Cholá and were very impressed with the growers, the growing conditions



(abundant water, little insect pressure) and local knowledge on how to grow beans. A “gentlemen’s agreement” was reached between the growers in Cholá and LeStansa, whereby LeStansa would market up to 220 cuerdas (24 manzanas) of beans with anticipated production of 45,000 boxes from April to June. Six women and 3 men from Cholá spent a week in LeStansa learning how to pack beans, how to supervise and run quality controls. Although AGIL provided limited funding (\$2,500) to build a rudimentary packing shed, the packing season came on faster than anticipated so the Cholá association rented the local town hall and refurbished it (painted the walls, installed fluorescent lights, scrubbed the floors, and put in makeshift packing tables). Plastic boxes and scales were purchased and LeStansa export boxes delivered. The first packing was slated to begin mid April. Members of the Board of Directors of LeStansa, supervisors, a field man, and 4 women packers from LeStansa went to Cholá to assist with the packing.



On Monday, April 14, packing began around 10 a.m., 50 young women and men (mostly women) arrived to begin packing. Among these were the six women who received training in LeStansa and 3 packers from LeStansa to act as supervisors, and to aid with quality controls. By the evening, when the lights were turned on, the entire area around the packing shed had a fair-like atmosphere with people from the aldea gathering outside to watch, admire, and celebrate as nothing like this had ever happened in their village. This activity will continue on an every other day basis until the end of packing. They pack between 1,000 and 1,500 boxes per session. The boxes are transported to Guatemala City once packing is concluded, and normally would be shipped via air the following day to Miami. Under ideal

conditions, beans packed on Monday in Cholá could be on the menu of an upscale Miami restaurant by Friday.

ADIAC also formed part of the initial Alliance and received a small grant for the construction of a packing shed. Unfortunately, the village leader misused some of the funds from payment for the exported product, mislead the people and caused general lack of direction of ADIAC. As of project end, we were visited by a new board who stated that the old board had been relived, new members joined and much of the funds recovered. They may be able to participate someday in ALIAR.



3. ADISOGUA – A packing center in Samacoch, Chisec

A packing center was finished in late September. ADISOGUA has had difficulty in organizing the 30 different communities given the highly politicized atmosphere in Chisec during the election campaigns. They decided to suspend organizational activities until after elections. They have, however, begun exploring the possibility with Rafael Landivar University of

starting bamboo demonstration trials and they plan to install a cardamom dryer. They plan on using the packing shed for a variety of products: locally produced ginger, pacaya, and even corn and beans.

4. AGRISEM - packing shed and laying hens in Cholá, Uspantán

AGRISEM is a similar organization to ADIAC mentioned above, they also work in the Cholá area and exported French beans through the LeStansa connection.



They also received a small grant for the construction of a packing shed. Fortunately, they were very successful in their operations, largely in part to strong management and a strong organization. They



are a founding member of ALIAR and have the potential to expand operations. As a result of the poor performance of the ADIAC administration, they were also able to provide an outlet for those producers to get a better price for their beans. They also participated in the chicken/egg project.



5. APAC - computer system located in San Juan Comalapa

A producer organization and member of ALIAR that began receiving limited technical and financial assistance at the end of 2002. They are a small group associated with one of the better exporting firms in Guatemala and have received funding and technical assistance from the Chinese Mission. We began to provide limited technical assistance when they became a charter member of ALIAR and we provided them with basic computer equipment.

6. ASDIAES - packing shed and greenhouse (member of ALIAR in Agua Escondida, Tecpán)



A group of snow pea producers located in Agua Escondida, Tecpán. We first provided assistance in organizational development and marketing of their snow pea crops.

Later, we provided funding for a packing shed and a green house. We were able to improve local marketing contacts and also helped broker a deal with a local buyer of broccoli, which was also packed locally. They were also the recipients of a model greenhouse in which they planted tomatoes and strawberries.



7. ASODEMNA - CECI/AID coffee project in San Mateo, Huehuetenango

A project to provide follow up to an ongoing but ending CECI project. Through CECI, we assisted coffee growers in an area about a five-hour drive on back roads from San Mateo area – near the Mexican border. CECI provided technical assistance and training in organic agriculture and funds were to set aside to assist the organization in the organic certification process. They have markets through CECI contacts and with ASOBAGRI, a local coffee-exporting cooperative. Although they will market their coffee, an important aspect was the training in the use of organic, on-farm produced organic fertilizers.

8. CASA BARILLENSE – sausage/meat processing project in Santa Elena Barillas, Huehuetenango



AGIL purchased the basic equipment (meat grinder, sausage stuffer and cooker) which was been installed in a special quality control, sanitary correct room; two coolers and a display case are in the retail section}; and, a smoker has been installed in an enclosed patio. They received training from both VERALAC and INTECAP, and are producing a variety of meats for local consumption. In late October, they held an open house for local retail stores. They make a very good Virginia style ham, a variety of organize/chorizo - type sausages and different type of processed meats

using chicken. All tasted very good and the consumers seem impressed. They are purchasing what meat they can from cooperatives member, but will need to increase hog production in order to keep up with anticipated demand. Four of the coop members have received their certificate from Public Health and all operations are conducted according to the Public Health standards. The only drawback suffered is that the 220w lines promised in late May have yet to be installed, so they are using 110 electricity from the cooperative installations – greatly reducing their capabilities. They hope to be at full capacity by late 2003.



9. CHICHUPAC - irrigation and coffee project close to Rabinal (with CIF)

We provided funding to build an irrigation system consisting of 4 kilometers of tubes to bring the water from its source (a natural spring) to a catch basin, where it is then distributed to farmer members to extend their season for planting snow peas. During the first year of AGIL, we supported a university student who helped them in organization and marketing of their crops through a local exporter. We also provided a coffee mill, toaster and grinder to the women of Chichupac to





help them better an on-going coffee processing sales system. The women traditionally purchased coffee in the village and then used manual techniques and lots of hand labor to process the coffee. They hope to raise production from under 30qq to over 150qq during the first year.

10. CHITAPOL – a mini irrigation project in Uspantán, Quiché

The irrigation system was installed an inaugurated in August, 2003. 50 small farmers have benefited from this project, opening up 6 hectares to irrigation. This project was closely coordinated with Stan McMillen (“don Tano”), the local intermediary for French beans and other produce in the Uspantán area.



11. COOPERATIVA LA RESISTENCIA - training thru VERALAC in dairy production in Ixcán



The cooperative is a large business encompassing a little of everything: African palm production, corn and beans, tropical forest, schools, machinery rental, transport and recently, dairy production. They have a large tract of land devoted to pasture and recently built milking facilities. VERALAC trained coop members in sanitary procedures for milking and, more importantly, for cream and cheese production. The operations were very clean and the cheese making done under high

standards. The potential for expansion is very good, given the land that they have. VERALAC is assisting the coop in purchasing more breeding stock and also more milk cows. A very well run operation.

12. CRS/CARITAS – packing shed, drip irrigation in Pie de la Cuesta, Sipacapa, San Marcos

We assisted a 10-year-old irrigation system in converting part of the irrigated land from sprinkler to drip irrigation. With the help of CRS, we provided funding and technical assistance to construct a small wet processing packing shed. They have a ready market for vegetables and potatoes through the CARITAS marketing system.

13. EMRIGOSAI - sanitary systems; a producer organization in San Antonio Ilotenango



One of the first grantees of AGIL, they received funding to set up in-field latrines, washing facilities, and mini packing stations prior to exporting blackberries. We also provided assistance in asparagus production. During the second year of AGIL project



assistance, they had a complete change of Board members, who put their own self interest above that of the organization, so AGIL no longer provided support. They did receive some support under the ADISA grant.

14. FUDI UTZ - irrigation system in Tecpán



Support to a hands-on “learn by doing” agricultural technical school to fund the purchase and installation of modern up-to-date irrigation system that will not only serve as a learning tool,

but also provide financial support to the school.



15. LESTANSA - packing shed, bakery, egg laying, greenhouse in San Martín Jilotepeque

One of the main organizations receiving support of AGIL, they are mentioned under separate headings.

16. NIJJ - insect wax producers in Rabinal

We assisted in a study with AGEXPRONT and the Del Valle University to determine the toxicity of insect wax for possible use on furniture for children. Although the study proved that the product was not toxic, the local group did not follow up, as production was very limited, and AGEXPRONT was unable to expand the production area.

17. REY RABINAL - orange producers in Rabinal

We assisted in finding national outlet for their product and subsidized trial shipments. The oranges were well received in Guatemala City, but changes had to be made in production and harvest practices in order to allow for a longer shelf life. To keep costs down, shipments had to be of at least 50,000 oranges, but a buyer would use 50,000 oranges in a week. However, since the oranges were picked ripe they did not have the shelf life to last the week, so either they had to make smaller shipments – raising the price or extend the shelf life of the oranges. When we approached the “producers” to teach them agronomic practices to enhance shelf life, it turned out that most of them had other employment and the orange trees we viewed as a source of extra income without having to expend much effort – they simply sold the ripe oranges off the trees. The project ended there.

18. ASOCIACIÓN SANTO TOMÁS - office building; member of ALIAR

At the same time we began providing technical assistance to ASDIAES, we also began helping this group of snow pea producers located in the area. They were working with the same local buyer, but had received funding from the Chinese Mission for a packing shed. We provided funding for an office and the Chinese Mission provided funding for an office in ASDIAES. A successful producer organization.



19. SHARE/ADIPO – greenhouse, laying hens in Comitancillo, San Marcos



We provided assistance on the construction of a laying hen project based on the successful AGIL models elsewhere and on the construction of a greenhouse. The two model operations in La Estancia and Pachay, may have not have been the best examples as everything ran smoothly, perhaps a result of the proximity to Guatemala City or the more organized, coherent groups. The chicken projects in

outlying areas need more handholding, more follow up and the AGIL team had to make numerous visits to the site. After a few minor flaws in construction, organization, care of the hens, and logistics, everything is on track and the project is going well, probably the best of the ten projects. The greenhouse project also suffered from lack of organization and direction and a lack of confidence from the producers in the AGIL building construction. After some needless delays, this project is also completed and should be very successful at bringing vine ripe tomatoes to an area that has never had commercial type planting of tomatoes.



20. TIOXYA - fish ponds in San Martín Jilotepeque



Based on the laying hen model, we assisted a group of farmers in expanding their tilapia farm. They had received minimal assistance from the mayor of San Martín Jilotepeque, the same who donated supplies for the packing shed in La Estancia. He contacted us and we agreed to donate materials for five additional

ponds and 5,000 fry. The farmers will sell live fish in local aldeas or in the town of San

Martín Jilotepeque. This project was the last completed by AGIL, but seems to have potential as an income generating activity, as well as bettering improving diet of the local people.